

REMARKS

The Applicants acknowledge with appreciation the indication in the outstanding Office Action that claim 19 is directed to allowable subject matter and would be allowed if rewritten in independent form.

Also, the Applicants wish to thank the Examiner for the courtesy shown to their attorney during a personal interview on June 28, 2002.

During the interview, the claims were discussed in light of the applied Raveis patent. It was agreed during the interview that minor clarifications to the claims would be submitted in a Supplemental Amendment.

Accordingly, amendments to claims 1-6, 29 and 30 are submitted herewith.

For at least the reasons presented in the Amendment filed May 13, 2002 and reiterated during the personal interview, the Applicants respectfully submit that all grounds of rejection stated in the Office Action have been overcome. A Notice of Allowance is respectfully requested.

If any issues remain which may be best resolved through a telephone communication, the Examiner is requested to kindly telephone the undersigned at the local, Washington D.C. telephone number listed below.

Respectfully submitted,

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Exhibit I

1. (Amended) A real estate transaction managing system enabling a host to selectively provide rebate coupons to potential buyers of real property, said system comprising:

at least one remote communications facility including at least one input-output means; and

a host system including (i) data storage means for maintaining databases containing a plurality of data records of differing types and chronologies, (ii) computer processing means for selecting data records and transmitting said selected data records to said at least one remote communications facility according to selection criteria provided by said at least one remote communications facility, and (iii) communications network means for being controlled by said computer processing means to exchange data between said host computer system and said at least one remote communications facility including transmitting said selected data records to said at least one remote communications facility, wherein:

(a) a potential buyer[s], without the aid of a field agent, uses said at least one input-output means to do one of:

(i) specify said selection criteria for said data records, obtain display of selected data records meeting said selection criteria, and obtain a first rebate coupon from said host system for at least one property corresponding to said selected data records, said first coupon being one of already registered or capable of being subsequently registered with the host system when received by said potential buyer [and] or

(ii) [register with] present to the host at least one second rebate coupon, that is obtained from a communications medium other than said host system, using a first [identification] indication that is provided on said at least one second rebate coupon and receive from the host system an approval comprising a second indication, [whereby the buyer then provides said second indication on said at least one second rebate coupon;]

wherein said first coupon and said second coupon are defined by said host system such that [(b) sellers agree] (i) a seller has already agreed to or (ii) a seller is to subsequently agree to perform an acceptance of said first rebate coupon [and] or said at least one second rebate coupon from a potential buyer as a substitute for an agent in the field, and [(c) sellers agree] to fund a commission to said host for the sale of a property corresponding to one of said first rebate coupon [and] or said at

least one second rebate coupon [accepted] that is subject to said acceptance [in operation (b) above].

2. The system according to Claim 1, wherein:

said [computer] input-output means at said at least one remote communications facility provides means for the buyer to indicate properties visited.

3. The system according to Claim 1, wherein:

said [computer] input-output means at said at least one remote communications facility provides means for the buyer to indicate as accepted by the seller one of said [rebate coupons] first coupon and said at least one [pre-printed rebate] second coupon.

4. The system according to Claim 1, wherein:

said [computer] input-output means at said at least one remote communications facility provides means for sellers to specify selection criteria for said data records and to display said selected data records meeting said selection criteria.

5. (Amended) The system according to Claim 1, wherein:  
said host system and said at least one remote communications  
facility exchange data through the Internet; and  
said [computer] input-output means employs a Web browser.

6. (Amended) The system according to Claim [5] 1, wherein  
said host system [is enabled such that each said rebate coupon  
issued is identified as] issues said first coupon and said at  
least one second coupon with an identification that they are  
issued only to the selecting buyer.

7. (Amended) The system according to Claim [5] 1, wherein  
said host system [is enabled such that each said rebate coupon  
issued] issues said first coupon and said at least one second  
coupon for a builder of multiple participating communities [can  
be identified as pertaining] with an identification that they  
pertain to only one of these communities by the potential buyer.

8. (Amended) The system according to Claim [5] 1, wherein:  
said databases include at least one third-party remote  
listing inventory database;

said remote communications [facilities] facility includes at least one third-party listing inventory database system; and

said communication network means further comprises communication [network] means for exchanging listing inventory data records between said host computer system and said third-party listing inventory database system.

9. (Amended) The system according to Claim [5] 1, wherein [whenever a new potential buyer accesses said host system,] said host system [is enabled to solicit] solicits buyer information including buyer preferences whenever a new potential buyer accesses said host system and [together with buyer preferences] stores [these] said buyer information in said data records collectively in said databases to form a buyer profile.

10. (Amended) The system according to Claim [5] 1, wherein: said [computer] input-output means further provides means for potential buyers to specify evaluations of selected properties visited; and

said computer processing means further provides means for [the capture of] capturing said evaluations in said data records for a selected property visited by [a] said potential buyer.

11. The system according to Claim [5] 1, wherein:

said databases further comprise ranking data including property pricing and demographic data records;

said computer processing means ranks said selected property database records using a formula that takes into account said property pricing and said demographic data prior to transmission of said selected property records to said remote communications facilities.

12. The system according to Claim [5] 1, further comprising means at the host system for aggregating said selected records into a group for further processing actions to be taken with respect to each said data record contained in said group.

13. The system according to Claim [5] 1, wherein:

said computer processing means generates an accounts receivable data record for the seller of [each] a property sold to [a] said potential buyer using said host system; and



payment of said receivable by the seller triggers update of said accounts receivable data record, creation of an accounts payable data record, and payment by said host of a rebate to the buyer.

14. The system according to claim 13 wherein at least one of said payments is accomplished by electronic funds transfer.

15. (Amended) The system according to Claim [5] 1, further comprising means at the host to enable said potential buyer[s] at [each] said at least one remote communications facility to electronically negotiate [, without the assistance of an agent,] purchase price of a selected property directly with the seller of that selected property.

16. The system according to Claim 15, further comprising means for the host to generate and transmit to said at least one [a] remote communication facility [purchase] a necessary contract and documents for any one of financing, paying, repairing, inspecting, assessing, and insuring [,] a property selected by [a] said potential buyer or a seller at said remote communication facility.